Gov't/Industry IPT Meeting

9 December 2004
Orange County Convention Center
Orlando, FL

NAVAIR
ORLANDO
TRAINING SYSTEMS DIVISION

AGENDA

Welcome	Charles Betterson
IPT Process	
Opening Remarks	CAPT McCracken/ Col Augustin/Stu Young
Training & Gaming	CAPT Gritton
Seaport-E Contract	Bob Rumberger
Break 10 Min	
FY05 Forecast	Bob Rumberger
Contractor Summit Update II	Stu Young
UID program requirements	George Cherry
Open Discussion Items	All
Concluding Remarks	Charles Betterson

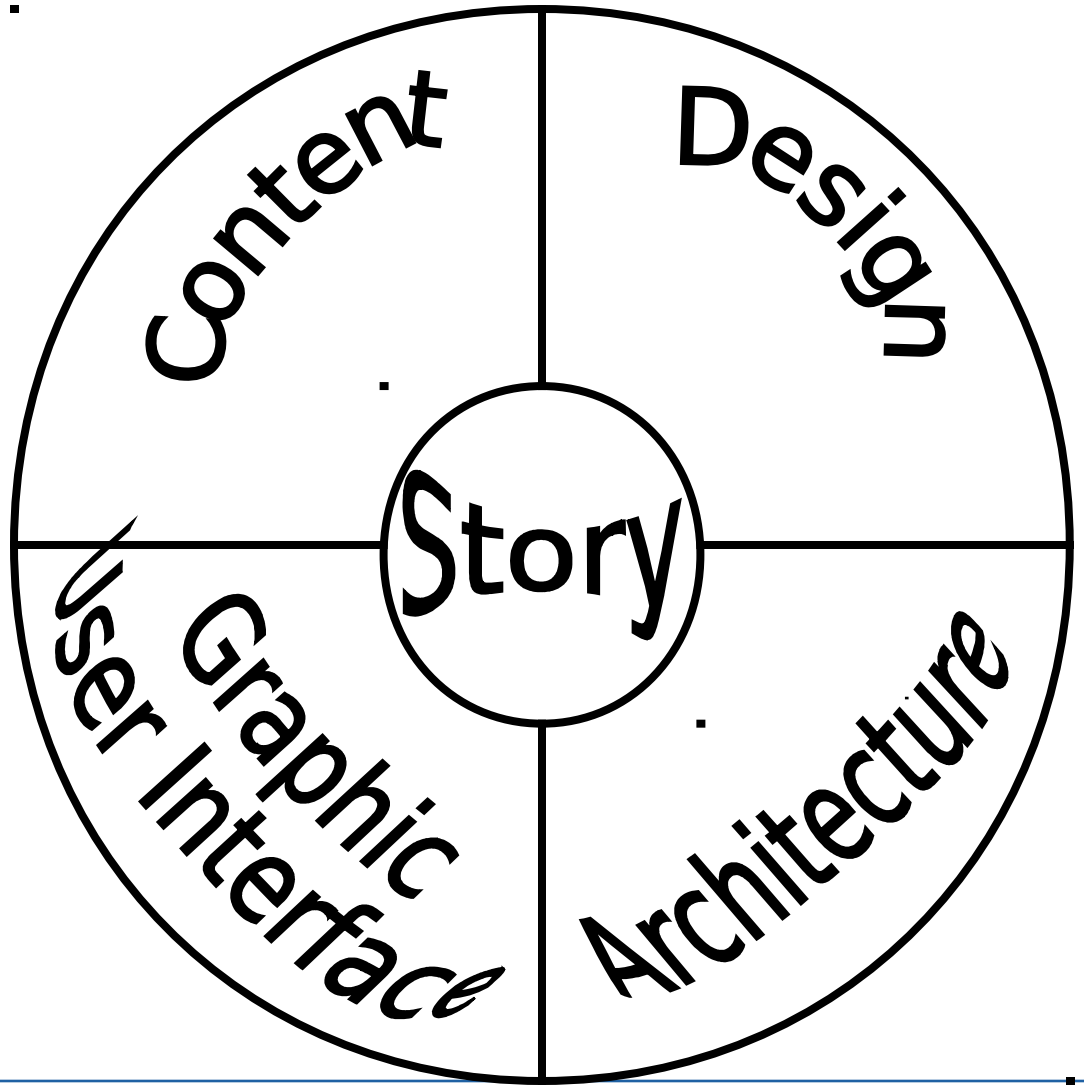
IPT Process

Guidelines for IPT

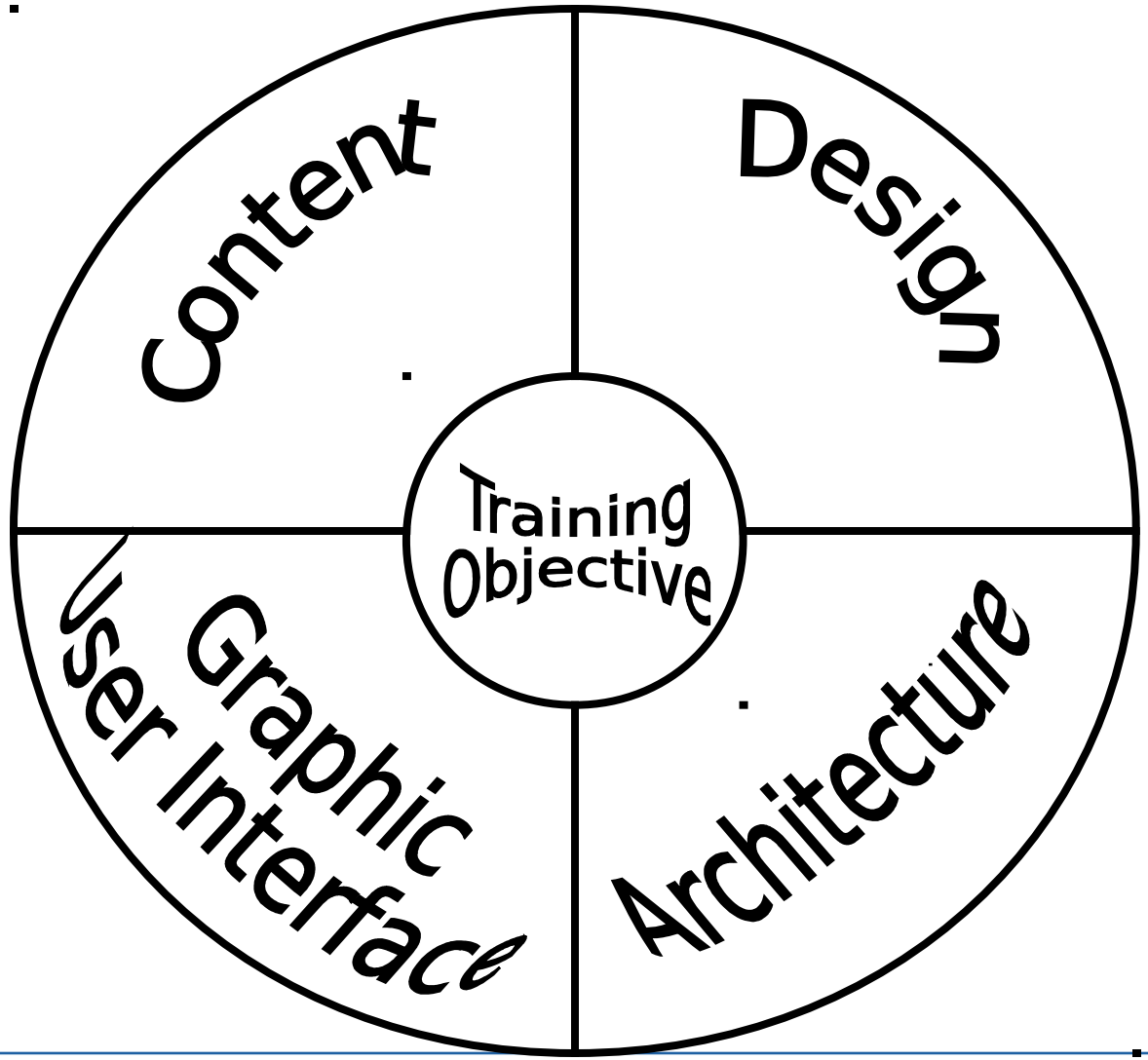
- Informal structure
- Open membership
- Government facilitator
- Minimal presentations
- Maximize discussions
- No formal minutes
- Informal summaries posted to TSD's website. (www.ntsc.navy.mil/ebusiness)

Training & Gaming

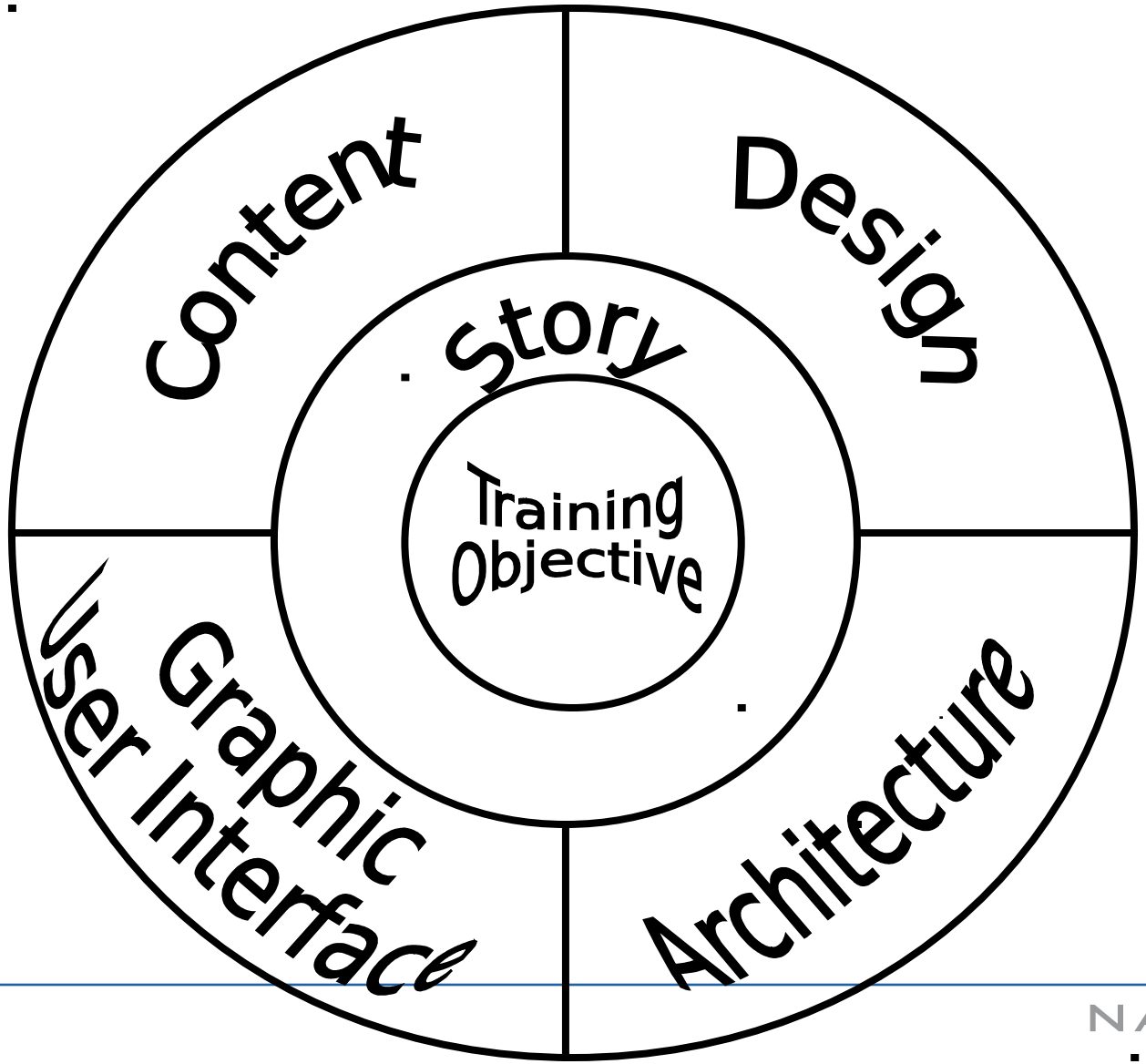
TSD view of how Entertainment Industry is successful:
Product is built around storyline.



TSD view of how Training Community has been successful: Product developed around the Training Objective



Merger of Entertainment Industry model with Training Community model (with TO as core) should infuse military training with an ability to capture the attention and desire of the military trainee.



Observations

- **Learning methodology is key**
  - Training must be built with training objectives in mind
  - Training assessment must be based on those objectives.
  - Evolution of learning methodology will maximize learning quotient
- **Expectation Management**
  - Entertainment/Training merger is not a gimmick
    - 7 Papers/Tutorials on use of Entertainment at I/ITSEC 04
- **Gaming is engaging**
  - Students will spend more time on training tasks and absorb more with game-type products
- **Story-telling is compelling**
  - If believable, students will better relate to training tasks
- **Suspension of disbelief is a training multiplier**
  - The senses play a key role in training recall

Goal

Make our Sailor's next training event as memorable as their last video game.

- Challenge to Primes:
Consider partnering with Entertainment Companies when developing a training solution for upcoming contracts.

Seaport-E Contract

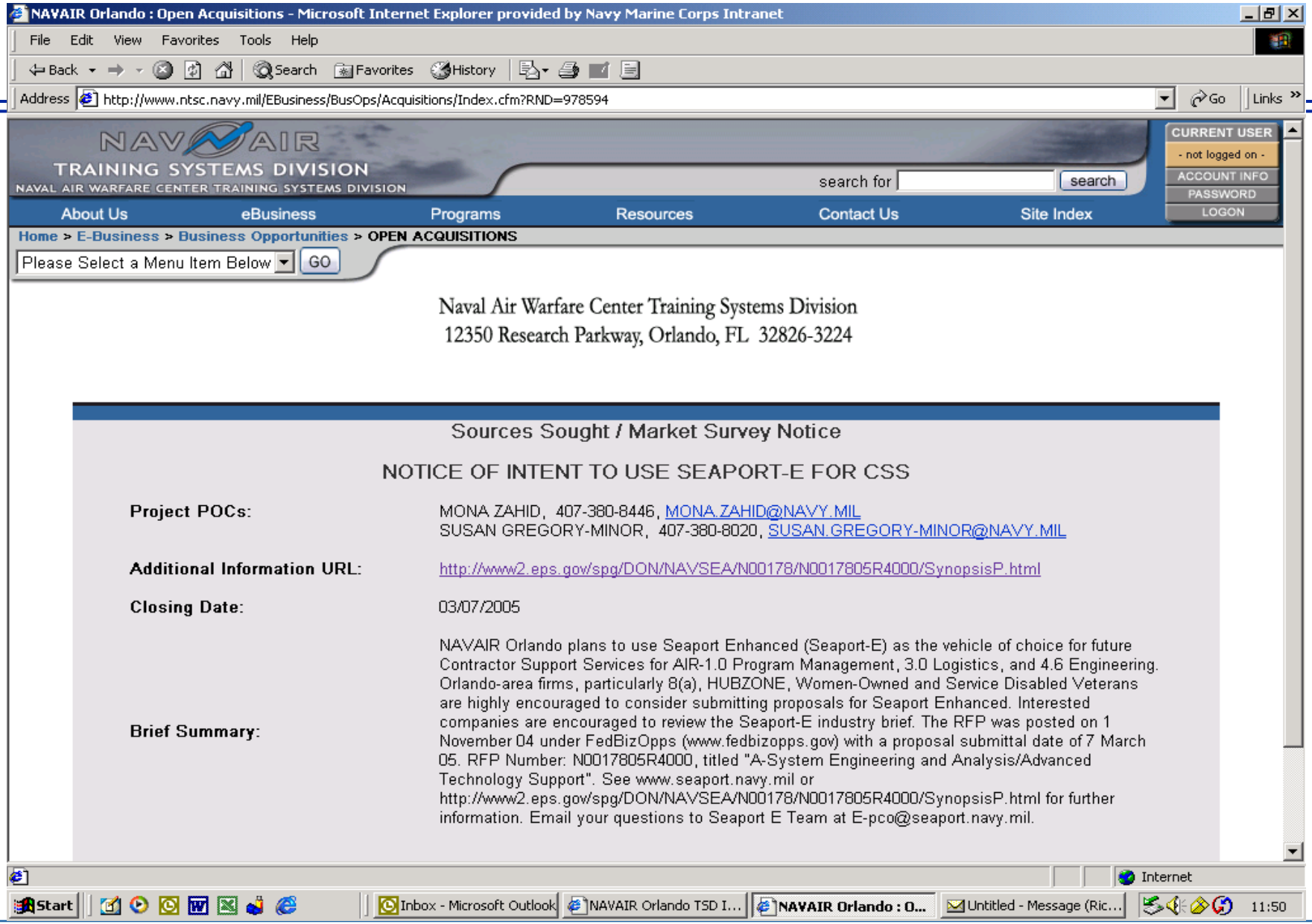
STRATEGY 3.3 (1.0, 2.0, 3.0, 4.0)

OPTIMIZE THE CONTRACTOR WORKFORCE

A. Define CSS Requirements

B. Make a Plan (Sep/Oct)

C. Execute a Plan (TBD)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Sources Sought / Market Survey Notice
NOTICE OF INTENT TO USE SEAPORT-E FOR CSS
Project POCs:
MONA ZAHID, 407-380-8446, MONA.ZAHID@NAVY.MIL
SUSAN GREGORY-MINOR, 407-380-8020, SUSAN.GREGORY-MINOR@NAVY.MIL
Additional Information URL:
http://www2.eps.gov/spg/DON/NAVSEA/N00178/N0017805R4000/SynopsisP.html
Closing Date:
03/07/2005
Brief Summary:
NAVAIR Orlando plans to use Seaport Enhanced (Seaport-E) as the vehicle of choice for future Contractor Support Services for AIR-1.0 Program Management, 3.0 Logistics, and 4.6 Engineering. Orlando-area firms, particularly 8(a), HUBZONE, Women-Owned and Service Disabled Veterans are highly encouraged to consider submitting proposals for Seaport Enhanced. Interested companies are encouraged to review the Seaport-E industry brief. The RFP was posted on 1 November 04 under FedBizOpps (www.fedbizopps.gov) with a proposal submittal date of 7 March 05. RFP Number: N0017805R4000, titled "A-System Engineering and Analysis/Advanced Technology Support". See www.seaport.navy.mil or http://www2.eps.gov/spg/DON/NAVSEA/N00178/N0017805R4000/SynopsisP.html for further information. Email your questions to Seaport E Team at E-pco@seaport.navy.mil.
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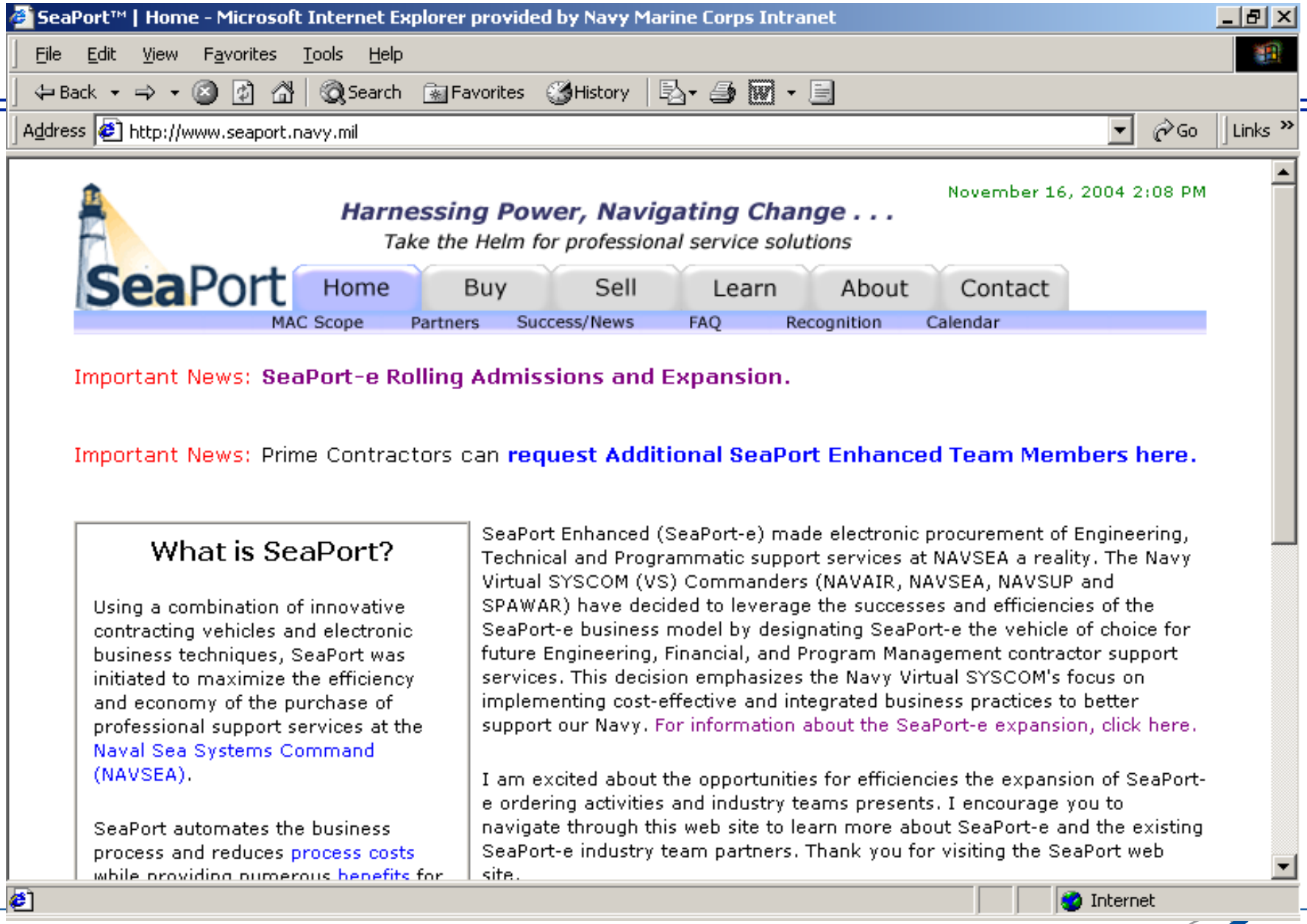
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November 16, 2004 2:08 PM
Harnessing Power, Navigating Change . . .
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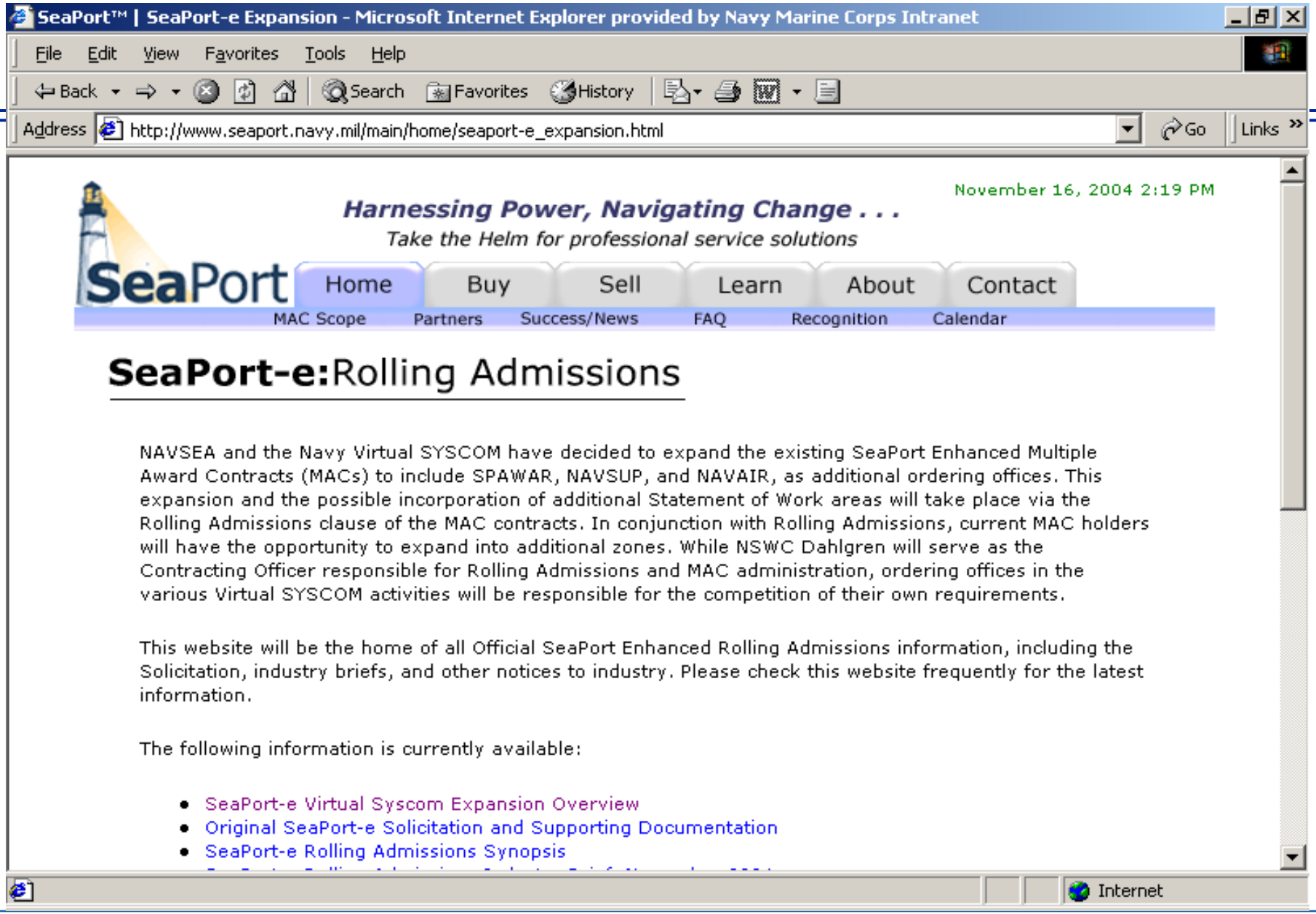
Important News: SeaPort-e Rolling Admissions and Expansion.
Important News: Prime Contractors can request Additional SeaPort Enhanced Team Members here.
What is SeaPort?
Using a combination of innovative contracting vehicles and electronic business techniques, SeaPort was initiated to maximize the efficiency and economy of the purchase of professional support services at the Naval Sea Systems Command (NAVSEA).
SeaPort automates the business process and reduces process costs
SeaPort Enhanced (SeaPort-e) made electronic procurement of Engineering, Technical and Programmatic support services at NAVSEA a reality. The Navy Virtual SYSCOM (VS) Commanders (NAVAIR, NAVSEA, NAVSUP and SPAWAR) have decided to leverage the successes and efficiencies of the SeaPort-e business model by designating SeaPort-e the vehicle of choice for future Engineering, Financial, and Program Management contractor support services. This decision emphasizes the Navy Virtual SYSCOM's focus on implementing cost-effective and integrated business practices to better support our Navy. For information about the SeaPort-e expansion, click here.
I am excited about the opportunities for efficiencies the expansion of SeaPort-e ordering activities and industry teams presents. I encourage you to navigate through this web site to learn more about SeaPort-e and the existing SeaPort-e industry team partners. Thank you for visiting the SeaPort web site.
Internet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SeaPort-e:Rolling Admissions
NAVSEA and the Navy Virtual SYSCOM have decided to expand the existing SeaPort Enhanced Multiple Award Contracts (MACs) to include SPAWAR, NAVSUP, and NAVAIR, as additional ordering offices. This expansion and the possible incorporation of additional Statement of Work areas will take place via the Rolling Admissions clause of the MAC contracts. In conjunction with Rolling Admissions, current MAC holders will have the opportunity to expand into additional zones. While NSWC Dahlgren will serve as the Contracting Officer responsible for Rolling Admissions and MAC administration, ordering offices in the various Virtual SYSCOM activities will be responsible for the competition of their own requirements.
This website will be the home of all Official SeaPort Enhanced Rolling Admissions information, including the Solicitation, industry briefs, and other notices to industry. Please check this website frequently for the latest information.
The following information is currently available:
SeaPort-e Virtual Syscom Expansion Overview
Original SeaPort-e Solicitation and Supporting Documentation
SeaPort-e Rolling Admissions Synopsis
Internet

Navy Virtual SYSCOM Expansion of SeaPort-e

09/03/16

NAVAIR
ORLANDO
TRAINING SYSTEMS DIVISION

Navy Virtual SYSCOM (VS)

- Comprised of:
  - NAVAIR
  - NAVSEA
  - NAVSUP
  - SPAWAR
- Collaborating on the implementation of cost-effective, integrated business and technical practices to better support the Navy
- Tasked by the CNO Guidance for 2004 to achieve cost reduction on the order of 3-5% of the total obligation authority

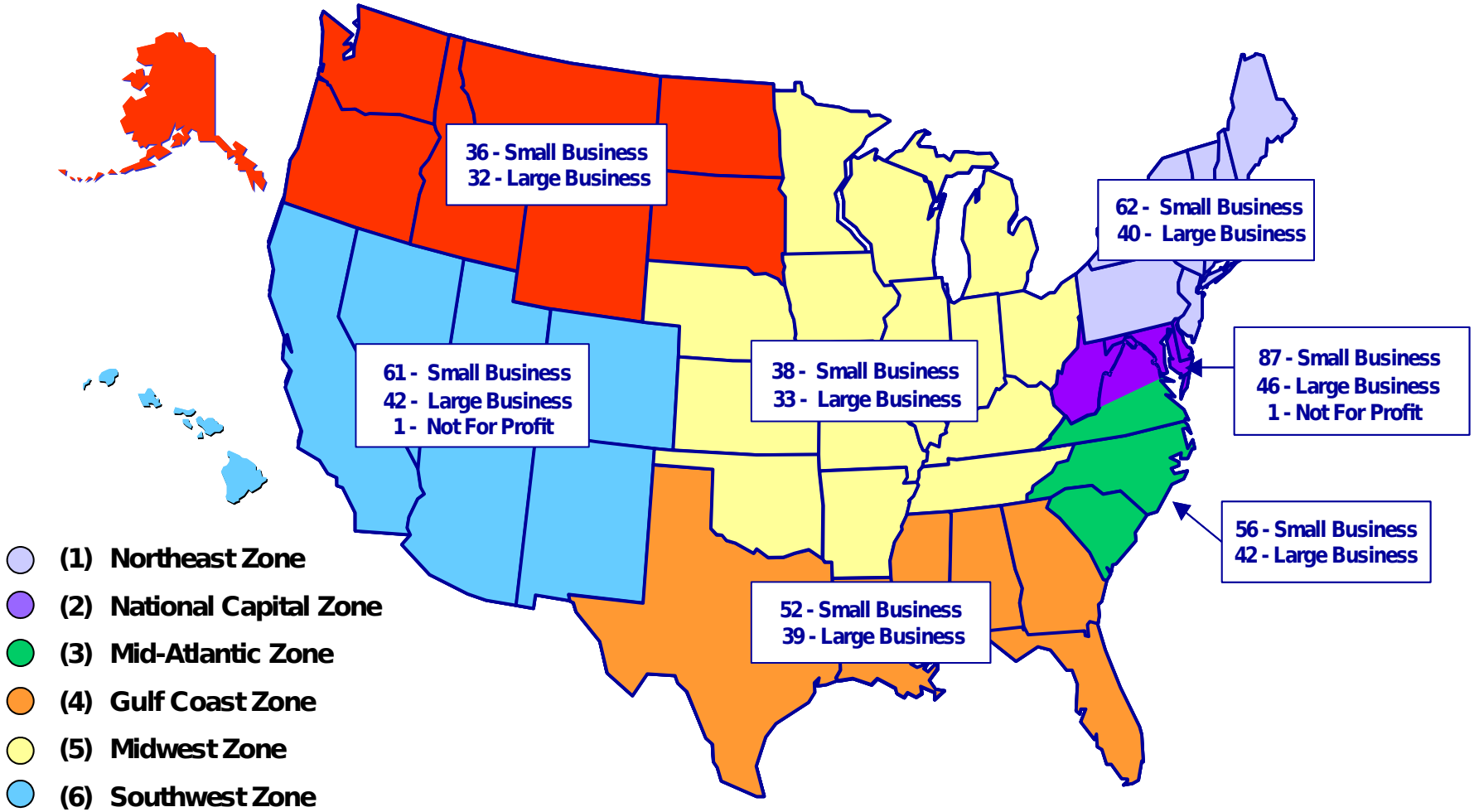
VS Solution

- Expand existing nationwide SeaPort-e Multiple Award Contracts (MAC) to include all VS members as ordering officers
- Conduct rolling admissions to add additional MAC prime contractors as a result of the expansion of ordering offices and scope
  - preserve local vendor base and business relationships, and
  - enhance small business opportunities, including potential for additional set aside categories

VS Use of SeaPort-e

- SeaPort-e will be the mandatory acquisition vehicle of choice to competitively procure **Engineering, Financial, and Program Management** contractor support services. There will be a logical transition from existing contractor support service contracting vehicles.
  - Use of an alternate vehicle if it is in the best interest of the Government is allowed with appropriate approval.
  - Use of SeaPort-e for other types of services is encouraged, but not mandatory at this time.

Geographic Zones
and Current MAC Holders



Current Scope of Work

- Research and Development Support
- Engineering, System Engineering and Process Engineering Support
- Modeling, Simulation, Stimulation, and Analysis Support
- Prototyping, Pre-Production, Model-Making, and Fabrication Support
- System Design Documentation and Technical Data Support
- Software Engineering, Development, Programming, and Network Support
- Reliability, Maintainability, and Availability (RM&A) Support
- Human Factors Engineering Support
- System Safety Engineering Support
- Configuration Management (CM) Support
- Quality Assurance (QA) Support

Current Scope of Work (cont.)

- Information System (IS) Development, Information Assurance (IA) and Information Technology (IT) Support
- Ship Inactivation and Disposal Support
- Interoperability, Test and Evaluation, Trials Support
- Measurement Facilities, Range, and Instrumentation Support
- Acquisition Logistics Support
- Supply and Provisioning Support
- Training Support
- In-Service Engineering, Fleet Introduction, Installation and Checkout Support
- Program Support
- Administration Support

Small Business Strategy

- Zone based strategy encourages small business participation at prime level
  - 68% of current MAC Prime contractors are Small Businesses
- MAC Small Business goals:
  - 33% or more of obligated dollars will be awarded to small business primes
  - 20% or more of obligated dollars to large businesses will be subcontracted to small business
- Actual subcontract performance a factor in Task Order evaluations and Award Term decisions
- Specific subcontracting goals and actuals should be obtained on each TO

Small Business Strategy

- Each Task Order will be reviewed by the cognizant Deputy for Small Business for potential set asides
- Government reserves the right to set aside any requirement – must be noted in the TO Solicitation
- Currently Two Types of Set Asides
  - Complete Set Asides– 100% SB Set Aside
  - Cascading Set Asides – The Government reserves the right to use a cascading set-aside if it is unclear whether or not at least two competitive proposals from qualified small businesses will be received.
- Potential for additional set aside categories, including HUBZONE, 8A, SDVOSB, and WOSB
  - Dependent on participation by enough primes in these categories in the geographic zones to make this possible

Notional Timeline

VS Commanders' decision to proceed	19-Aug-04
Draft Rolling RFP and modifications released	Dec-04
Industry Brief released	Dec-04
Formal RFP and Industry Brief released	Feb-05
Rolling Admissions complete	May-05

Comments/Questions are welcome following release of the Draft RFP/Modifications

Questions

www.seaport.navy.mil will be the home for all Rolling Admissions information

Please direct any and all questions to:

e-poo@seaport.navy.mil

GOV'T/Industry IPT Meeting

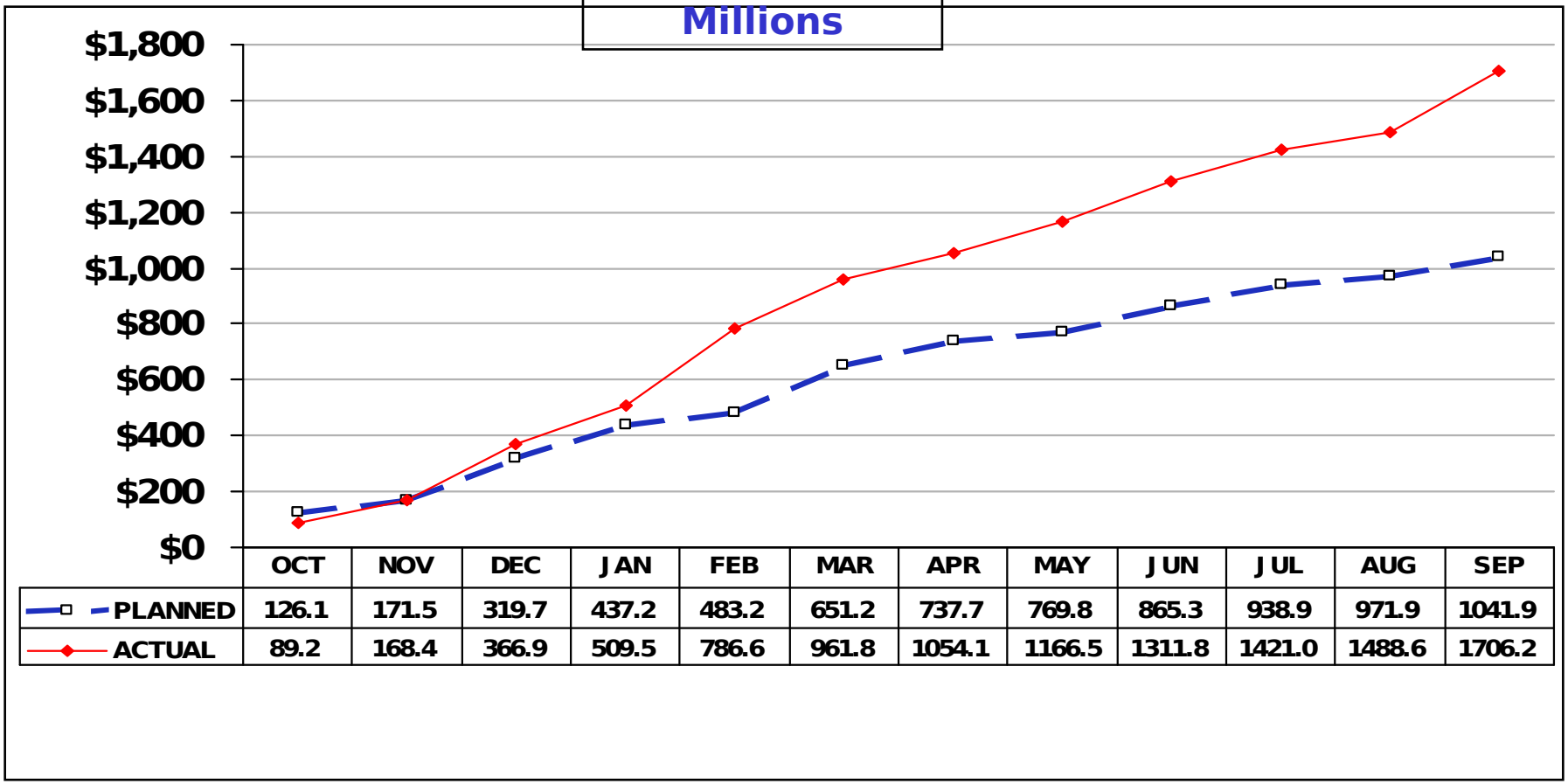
BREAK

FY05 Forecast

I/ITSEC 2004

- **CONTRACT OBLIGATIONS**

PLANNED VS. ACTUAL CONTRACTUAL OBLIGATIONS FY04



	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
PLANNED	126.1	171.5	319.7	437.2	483.2	651.2	737.7	769.8	865.3	938.9	971.9	1041.9
ACTUAL	89.2	168.4	366.9	509.5	786.6	961.8	1054.1	1166.5	1311.8	1421.0	1488.6	1706.2

*SOURCE OF DATA: FY04 AOP Plan and PD2 Database

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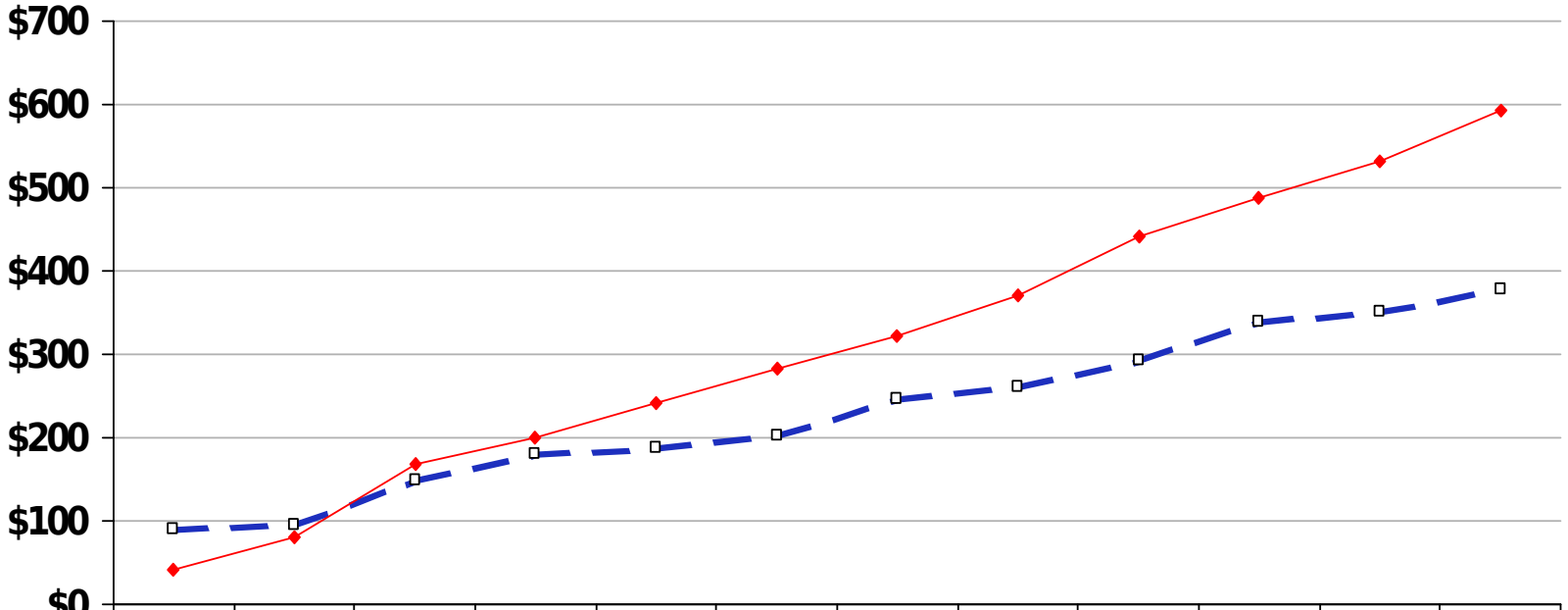
FY04 PLANNED VS. ACTUAL CONTRACT OBLIGATIONS



	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
PLANNED	89.7	96.3	148.0	180.3	189.0	202.0	247.0	261.7	291.5	339.2	351.6	378.5
ACTUAL	42.0	81.5	167.3	201.0	241.0	283.0	322.5	371.8	441.6	487.2	532.0	592.3

*SOURCE OF DATA: FY04 AOP Plan and PD2 Database

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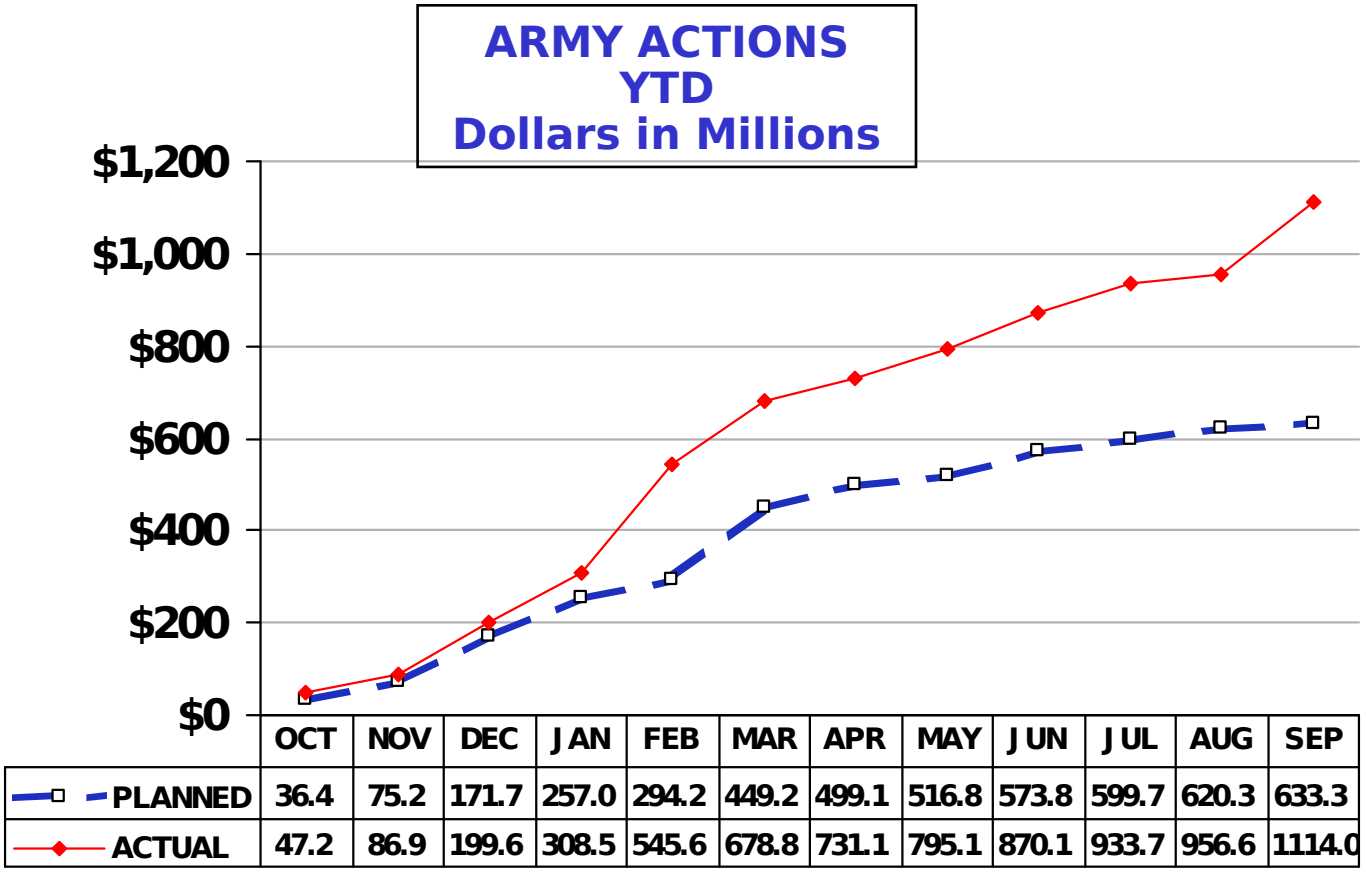
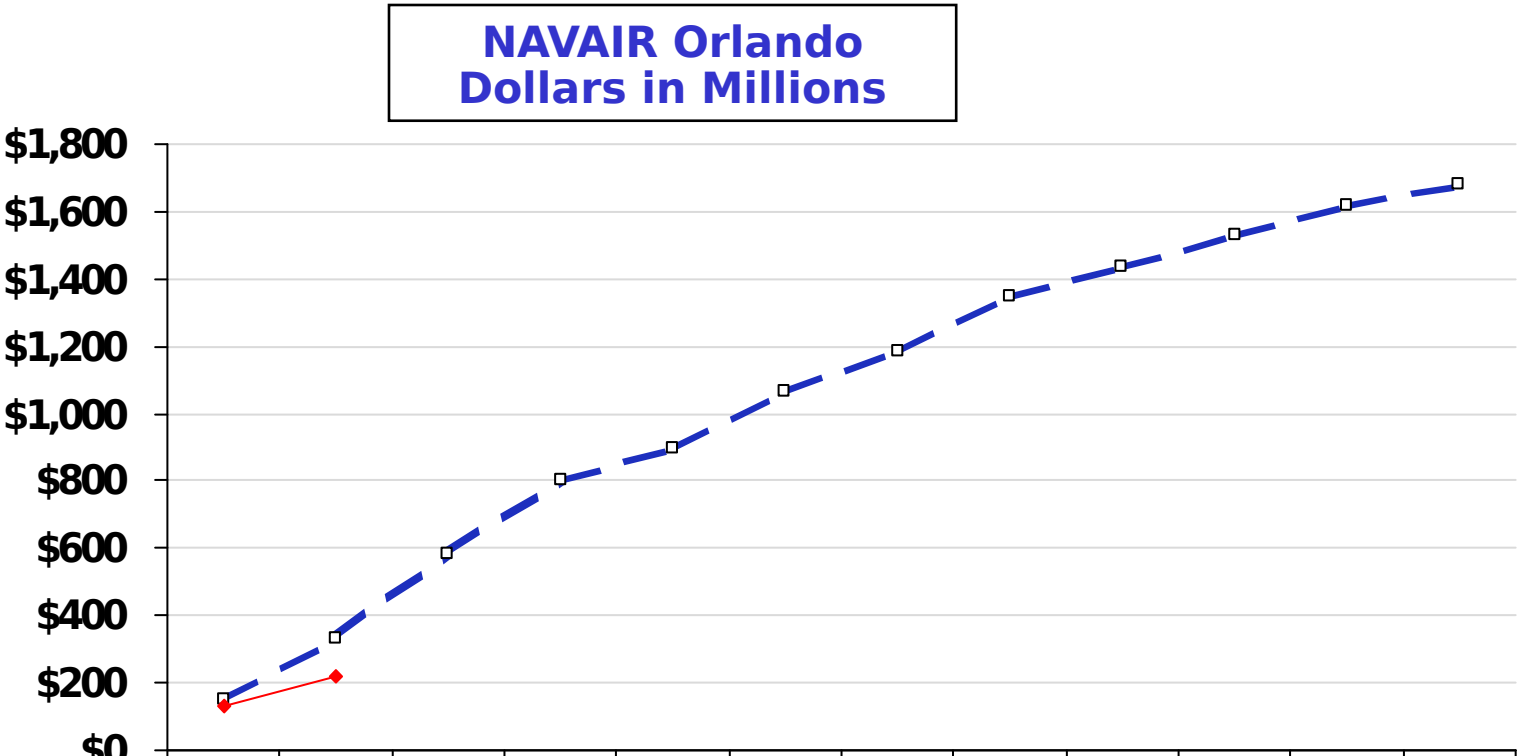
FY04 PLANNED VS. ACTUAL CONTRACT OBLIGATIONS



	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
PLANNED	36.4	75.2	171.7	257.0	294.2	449.2	499.1	516.8	573.8	599.7	620.3	633.3
ACTUAL	47.2	86.9	199.6	308.5	545.6	678.8	731.1	795.1	870.1	933.7	956.6	1114.0

*SOURCE OF DATA: FY04 AOP Plan and PD2 Database

PLANNED VS. ACTUAL CONTRACTUAL OBLIGATIONS FY05



	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
PLANNED	147.9	330.4	581.9	801.2	897.7	1067.6	1183.4	1346.5	1434.4	1528.2	1617.9	1680.7
ACTUAL	131.7	217.3										

SOURCE OF DATA: FY05 AOP Plan and PD2 Database

NAVAIR ORLANDO TRAINING SYSTEMS DIVISION

Contractor Summit Update II

Overview

- Senior leadership from NAVAIR Orlando and Industry* met to identify potential improvements to reduce acquisition process costs for Government and Industry(29 Jul 04).
- Industry identified broad issues and/or recommendations to be considered.
- NAVAIR Orlando leadership reviewed issues and developed draft action plan.

* Industry representation based on total Navy contract obligations for FY 03 to NAVAIR Orlando

Action Plan

- Develop prototype top-level acquisition template (Mar 05)
  - **Standardize & Streamline**
    - **Proposal Requirements (Section L)**
    - **Evaluation Factors for Award (Section M)**
    - **Performance Specifications**
    - **Contract Data Requirements**
    - **Technical and Program Reviews (including remote reviews)**
    - **Contractor and Government Testing Requirements**
    - **Key Personnel Requirements**
    - **Government Furnished Equipment/Information Requirements**
  - **Utilize (where appropriate)**
    - **Requirements traceability tools**
    - **Integrated Product and Process Development partnerships**
    - **Performance Based Progress Payments**

Progress to date

- **Standardize Processes**
  - Develop Template (20% complete)
  - Train & Implement Lean/Six Sigma techniques
- **Insight into Future/upcoming Opportunities**
  - Business Forecast on website
  - APBI
  - IPT (1st qtr)
- **Trust Industry**
  - Program Manager Communication Guidelines
  - Industry IPT Meeting
  - APBI
  - Use of Draft RFPs

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UIC Code
(Unique IDentification)

NAVAIR Implementation Status

Presented by George Cherry

9 December 2004

UID (Unique IDentification) NAVAIR Implementation Status

- UID Serves a Dual Purpose
  - It Promotes Greater Accuracy in the **Tracking and Control** of Spare Parts.
  - Acts As the Accurate Source of Data for **Valuation of Property and Equipment**.
- Applies to the Parts in the Following Categories
  - Costs Over $5,000
  - Serially Managed
  - Mission Essential
  - Controlled Inventory
  - A Consumable Item or Material Where Permanent Identification Is Necessary

UID (Unique IDentification) NAVAIR Implementation Status

- DoD Is Updating UID Policy and Is Expected to Release Sometime in December.
- NAVAIR Is Awaiting DoD Policy Update Prior to Releasing Their Guidance.
- NAVAIR Orlando TSD Is Coordinating a Joint Meeting With the Other Services to Discuss a Unified Solution on How Best to Implement the UID Program to Minimize Its Impact on the Training Community.

UID (Unique IDentification) NAVAIR Implementation Status

Strategic Next Steps

- **November 04**
  - Refine Master Plan, Timeline and Resources to Integrate UID for Real Property, Personal Property, and RFID
  - Staff Revised Directive on Unique Identity
- **December 04**
  - USD (AT&L) Issue Task to Re-engineer Receipt and Accountability
  - Issue Real Property UID Guidance
  - USD (AT&L) Legacy & GFP Policy Issuance
- **January/February 05**
  - Hold UID Workshop for PMs
  - Refine CONOPS With Services

OPEN DISCUSSIONS

CLOSING REMARKS